

Dr. Ayush Srivastava
Assistant Registrar
Nodal Officer-Training & Placement



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Ref: AKTU/UIIC/2020/227

11th Oct' 2020

To
Directors/Principals
Colleges affiliated/associated to Dr. APJ Abdul Kalam Technical University Lucknow, Uttar Pradesh

Subject: **Regarding company PayTM hiring opportunity for Graduates of batch 2020**

Dear Sir/Ma'am,

Please to inform you that as part of hiring process for Graduates of batch 2020, company PayTM wish to invite the students of AKTU affiliated colleges for this drive. Please find invitation and link for the participation of students as per the details attached herewith (Annexure A). You are requested to kindly go through and encourage the students for registration latest by **13-Oct-2020**.

ERP Link: erp.aktu.ac.in (**MANDATORY**)

If you have any concern, you are requested to feel free to write at tnp.aktu@aktu.ac.in

With warm regards,

(Dr. Ayush Srivastava)
Assistant Registrar
Nodal Officer – Training & Placement

Copy to:

1. Registrar, AKTU, Lucknow
2. Finance Officer, AKTU, Lucknow
3. Controller of Examination, AKTU, Lucknow
4. Dean Student Welfare, AKTU, Lucknow
5. Media Prabhari, AKTU, Lucknow
6. Technical Officer, AKTU, Lucknow
7. In-charge Placements, AKTU, Lucknow
8. Staff Officer, Hon'ble Vice Chancellor for kind information

(Dr. Ayush Srivastava)

Campus Placements 2020

Job Notification Form

COMPANY OVERVIEW

Name of the Company	PayTM
Website / Other source of Information	https://paytm.com/
Company Type	Services
Brief write-up on the Company (50 to 75 words)	About Paytm. Paytm is India's largest leading payment gateway that offers comprehensive payment services for customer and merchants. We offer mobile payment solutions to over 7 million merchants and allow consumers to make seamless mobile payments from Cards, Bank Accounts and Digital Credit among others.

JOB PROFILE

Job Designation	<ul style="list-style-type: none"> • EDC Sales • QR Sales
Job Description	<p>Job Responsibilities:</p> <ul style="list-style-type: none"> • Responsible for planning & scheduling market visits for lead generation • Meeting sales targets of multiple payments solutions such as QR code, EDC/card swipe • machine, point of sales software, insurance and other financial products • Deployment of products and articulation of benefits & best practices at client locations ensuring customer satisfaction leading to higher sales conversions and retention • Gathering consistent feedback from market for existing offerings and insights on competitor • Moves as feedback for product enhancements • Enable digital payments at unorganised retailers by on-boarding new retailers & make them understand the complete payments acceptance process and its benefits • Visit existing merchant and resolve if merchant having any issue • 0-3 Years of relevant experience from Telecom, banking, Retail, Wallet, E commerce • Fresher candidates with good sales acumen are welcome for the profile
Place of Posting	Any geographical area
Key Responsibilities:	Same as JD
Type of Placement	Full Time
SALARY DETAILS	
Cost to Company (CTC)	<ul style="list-style-type: none"> • 4.07 Lac (2.27 fixed + 1.80 Variable) EDC Sales • 3.31 Lac (1.87 fixed + 1.44 Variable) QR Sales

Training Period	It depends on students ability & capability
Salary / stipend paid during training	As per CTC
Bond or Service Contract (If Yes, give details)	NA
SELECTION PROCESS	
Shortlist from Resumes	NA
Written Test (Technical / Aptitude)	NA
Group Discussion	NA
Personal Interview	Separate interview will be conducted for each profile
Minimum Number of Offers You intend to make	1000
Eligible Department and Program	Graduates Batch 2020
Specific Eligibility requirement (Please mention)	<ul style="list-style-type: none"> • Self-starters, who can take ownership without hand-holding and are comfortable navigating ambiguity, will be an ideal fit • Passionate about working in a fast growing firm and ready to get their hands dirty • Articulate complex solutions to novice customers • Honesty and trustworthy are most important virtues • Good sales and negotiation skills • Interest in financial products and markets • Understanding of Local geography • Smart phone with understanding of operating system and applications is must • Age limit from 18- 35 years. • Vehicle (Two-Wheeler) along with Driving Licence • Minimum qualification required is preferably graduate or 12th passed. <p>Documents required for Verification</p> <ul style="list-style-type: none"> • 10th and 12th passing certificates • Diploma/ Degree Mark sheets (All Semesters)/ Provisional • Degree • Driving License • Aadhar Card/ Passport
Date & Time of the Drive	YTD
Venue	YTD (as per city if company office is there in the city)
Expected Joining (dd/mm/yyyy)	YTD